



# WHO ARE WE

- International Business Development Firm -2004
- Focus –Infrastructure Development
  - Solar Power
  - Real Estate
  - Training
  - Arrange Project Finance
- Team has more than 80 years of global business accomplishment

# CRITICAL SUCCESS VARIABLES

- Determine compatibility between company resources and market opportunity
- Preparation (Think and Act Strategically)
- Partnerships (Reaching Out)
- Strong Analysis (Peeling Back the Onion”
- Professionalism

# STRATEGIC APPROACH

- Failing to Prepare is Preparing for Failure
- Don't mix ego with lack of knowledge
- Problem resolution
  - Address the problem
    - Doing nothing is an answer but does not solve the problem
    - Move the “rock”, not go around it!



# PARTNERSHIPS

- Technical and Local Input
  - Flatbush Solar LLC
    - Project Technical Partner
  - Global Resource Network, LLC
    - Security System Partner
  - GBR Renewable Energy, Ltd
    - Provides project implementation and facilitation
  - Minority Business Development Agency
    - Provides U.S. government assistance and support
      - MBDA Washington Office-Martin Ezemma
      - Miami MBDA Office-Marie R. Gill
      - Raleigh MBDA-Dan Stafford



# GBR PARTNERS



# IN DEPTH ANALYSIS (PEELING BACK THE ONION)



- Market Opportunity
  - Socio (Culture)
- Politico
  - Project Risk
    - Ownership
    - Operations
    - Transfer
  - Government Support

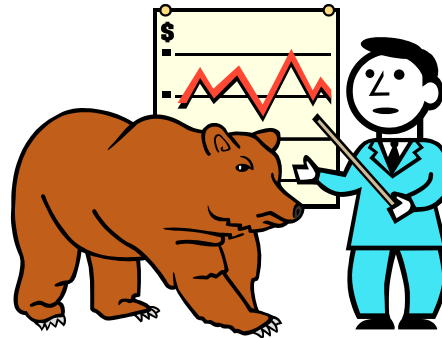


- Project endorsed in Media by Minister of State (Power)  
Hon. Mohammed Wakil
- Host Country Laws do not reflect U.S. laws
- Positive Economic Environment
  - Revenue –Investment Incentives

# IS THERE A NEED?

- Market Evaluation

- Market Size



- Market Growth

- Factors that impact growth

- Manage Expectations

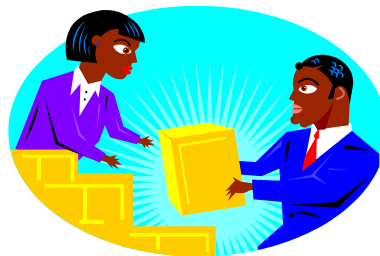


- Is the Project Bankable?

- **Can You Make Money?**

# PROFESSIONALISM

- Project a Positive Image
  - Meet time lines and deliverables
  - Produce a quality product
- Address Project Concerns, Issues and Problems
  - Failing to address small problems lead to big problems
    - Have reasonable responses to key project related concerns be they risk related, government, investment or organization





# NIGERIA SOLAR PROJECT



# IDENTIFIED MARKET NICHE

- Nigeria has a goal of increasing generation capacity five-fold from 4000MW in 2014 to 20,000 MW in 2020.
- The 2013 Road Map for Power Sector Reform projects that renewable energy sources will supply 1,000MW of the target 20,000MW.



# DEVELOPED SCOPING DOCUMENT

- A proposal to develop, fund and implement solar projects within Nigeria's Power Sector
- Presented and received approval from Federal Ministry of Power. Have received verbal approval for MOU.



- Met with key government and private executives in the Nigerian Power Industry

# PROJECT SUMMARY

- Proposed 2 Solar Plants (Kano and Abuja) with a cumulative output of 115 MW and estimated cost of \$240 million
  - Although both plants are mostly similar, initial focus will be the Kano project
- Kano Project
  - 65MW plant with an estimated cost of \$145 million
  - Business Model PPA
  - Projected IRR between 18-22%
  - Traditional debt/equity model 70%/30%
  - Identified land and negotiating acquisition with Kano government
  - Development team will negotiate PPA with Nigerian Bulk Electricity Trading (NBET)
  - Plant Start Up 2<sup>nd</sup> Quarter 2016

# DEVELOPED PROJECT ACTION PLAN

- Identified Key steps and procedures for project development and financing
- Action plan summarizes the work development team will undertake to expedite each phase of the development life cycle.
- Provide program to mitigate project risk and obtain investor financing
- The GBR Nigerian company, GBR Renewable Energy, LTD, will be the local team to facilitate and implement the project
- Work with MBDA and other US government organizations to obtain project support and access to Power Africa financing

# SUMMARY

- PROPER PREPARATION PREVENTS POOR PERFORMANCE
- THINK STRATEGICALLY
- BE ANALYTICAL
- DEVELOP PARTNERS-YOU CAN'T DO IT ALONE
- RESOLVE PROBLEMS IN A TIMELY MANNER
- DEVELOPED A WORKABLE ACTION PLAN
- MEET YOUR TIME LINES



# QUESTIONS??



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